



# How To Do Business With The Defense Energy Support Center

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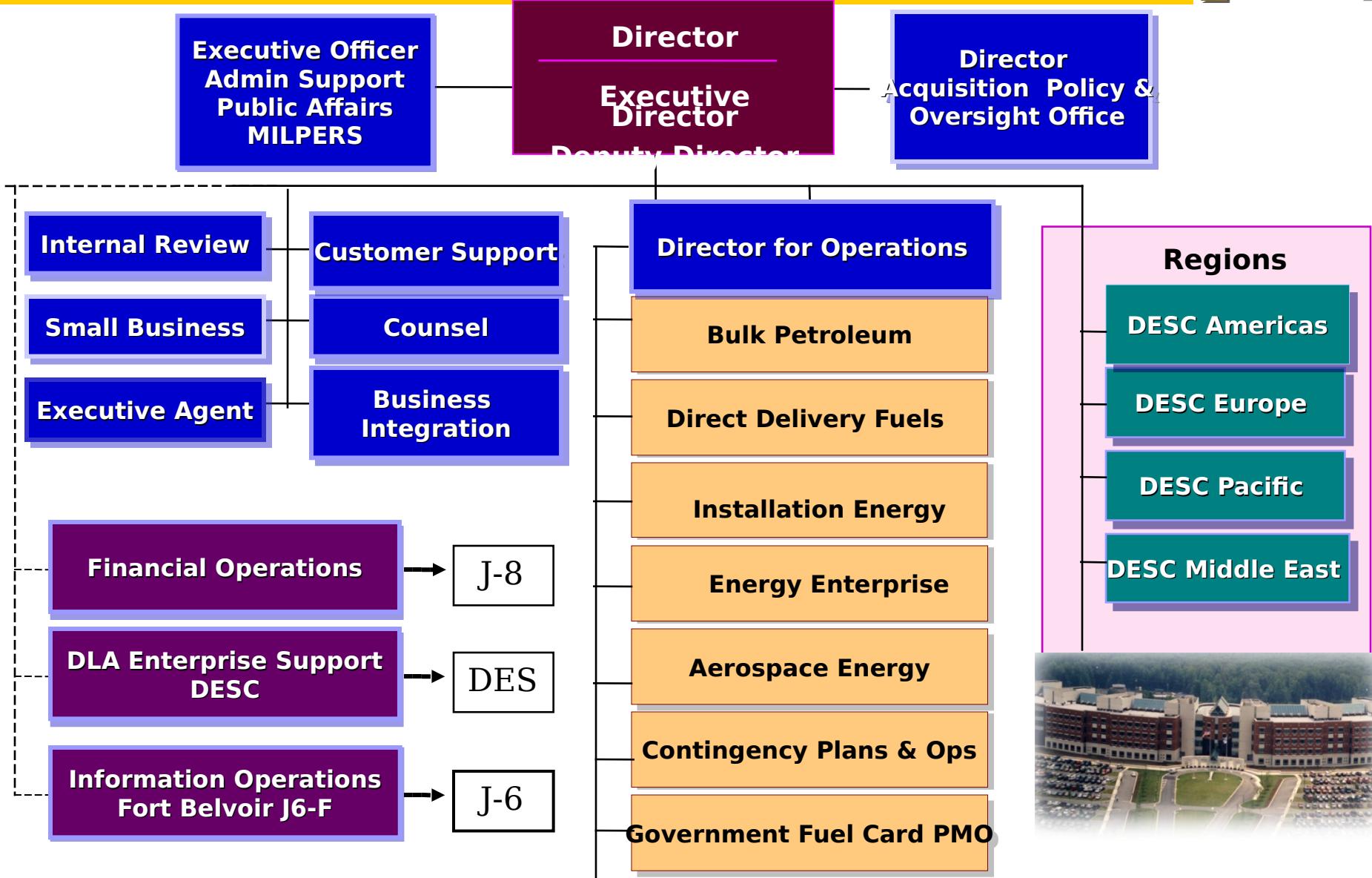


# Agenda

- DESC Organization
- Steps to Participate
- Regulations
- DESC Acquisition Process
- General Solicitation Content
- Best Value Source Selection



# DESC Organization





# Mission Statement

- The Defense Energy Support Center's mission is to provide the Department of Defense and other government agencies with comprehensive energy solutions in the most effective and economical manner possible.
- DESC Homepage ([www.desc.dla.mil](http://www.desc.dla.mil))
  - Description of each CBU
  - Solicitations, awards & pricing
  - Military Specifications
  - Small Business Programs
  - News and Events



# North American Industry Classification Codes (NAICS)



## Identify:

- North American Industry Classification Codes (NAICS) ([www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html))
  - The NAICS was developed in April 1997 as the industry classification system used by the statistical agencies of the U.S.
  - SBA Applications
  - Central Contractor Registration (CCR)
  - Dun & Bradstreet
  - Dynamic Searches



# NAICS



## **Bulk**

Refined Product

324110 (mfr) 424720 (dealer)

## **Direct Delivery Fuel**

Refined Product

324110 (mfr) 424720 (dealer)

## **Installation Energy**

Electricity

221111 (hydro power)

221112 (fossil fuel)

221113 (nuclear)

221119 (other)

## **Aerospace Energy**

Industrial Gases (e.g. argon) 325120 (mfr)

All Other Basic Inorganic Chemicals 325188 (mfr)

All Other Basic Organic Chemicals 325199 (mfr)

Metal Tank (Heavy Gauge) 332420 (mfr)



# Data Universal Numbering System (D-U-N-S) Number



## Obtain:

- Dun & Bradstreet (D&B) [www.dnb.com](http://www.dnb.com)
  - Nine digit identification number
  - Business information providers
  - Business credit reports
  - U.S. Federal Government requirement
  - CCR application



# Register Your Business

## Register:

- **Central Contractor Registration (CCR):**  
([www.ccr.gov](http://www.ccr.gov))
  - Primary registrant database for the U.S. Federal Government
  - Requires DUNS number
  - Mandatory to receive DoD prime contracts
  - Allows electronic payment
  - Must be renewed annually
  - Assigns Commercial and Government Entity (CAGE) Code



# Federal Business Opportunities

## Research:

- Federal Business Opportunities - FedBizOpps ([www.fedbizzopps.gov](http://www.fedbizzopps.gov))

FedBizOpps is the single government point-of-entry (GPE) for Federal Government procurement opportunities over \$25,000

Government offices publicize required products and services directly through <http://www.fedbizzopps.gov>.

Commercial vendors can research, monitor and retrieve contracting opportunities

Automatically notifies vendors of new solicitations



# Regulations

## FEDERAL ACQUISITION REGULATION (FAR) DEFENSE FEDERAL ACQUISITION SUPPLEMENT (DFARS)

- The FAR provides uniform policies and procedures for acquisition by all executive agencies.
- The DFARS implements and supplements the FAR for DoD contracting.
- Promotes:
  - Customer Satisfaction
  - Commercial Products and Services
  - Competition
  - Integrity, Fairness and Openness
  - Sound Business Judgment
  - Small Business Programs

<http://farsite.hill.af.mil/vffar.htm>



# DESC Acquisition Process

- Request for Proposal (RFP)
  - Timely
  - Negotiations
  - Competitive
  - Set-Asides
  - Responsible
  - Evaluation
  - Award Contracts



# Solicitation Contents

- Standard Form 1449
  - Solicitation Number
  - Point of Contact with telephone number
  - Unrestricted or set-aside
  - NAICS Code
  - Proposal due date
- SF 1449 – Additional Information Sheet
  - Important Notices to Offerors
  - Questions regarding Small Business – DESC-DU - Lula Manley
  - Tentative negotiation schedule



# Solicitation Contents (Cont'd)

- Table of Contents
- Solicitation (Sections B thru M)
  - Section B - Supplies or Services to be Furnished
    - (Products, Quantities, Modes and Locations, or Statement of Work)
    - Economic Price Adjustment
  - Section C - Specifications
  - Section D - Packaging & Marking (if applicable)
  - Section E - Inspection and Acceptance
  - Section F - Deliveries or Performance



# Solicitation Contents (Cont'd)

- Section G - Contract Administration Data
  - Payment and Submission of Invoices
- Section I – Contract Clauses
  - FAR and DFARS Statutory clauses incorporated by reference
  - Commercial Clauses
  - CCR
  - Taxes
  - Ordering
- Section J - List of Attachments
  - Subcontracting Plan template
  - Standardized Format - Preparation of Product Test Reports
- Section K – Representations, Certifications, and other Statements



# Solicitation Contents (Cont'd)

- Section L – Instructions, Conditions, and Notices to Offerors
  - Submission of Offers
  - Period for Acceptance of Offers
  - Email / Facsimile Proposals
  - Late Submission, Modifications, Revisions and Withdrawals of Offers
  - Criteria for Contract Award
- Section M – Evaluation Factors for Award
  - Best Value
    - Tradeoff Process
    - Lowest Price Technically Acceptable Source Selection Process



# Offeror Submission Package



- Offeror Submission Package
  - Offer information
  - G9.07 Electronic Payments of Funds Transfer (Corporate Trade Exchange)
  - Fill-in clauses (K Clauses Certs & Reps)
  - L2.05 Instruction to Offerors – Commercial Items



DEFENSE ENERGY SUPPORT CENTER

# Questions

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